

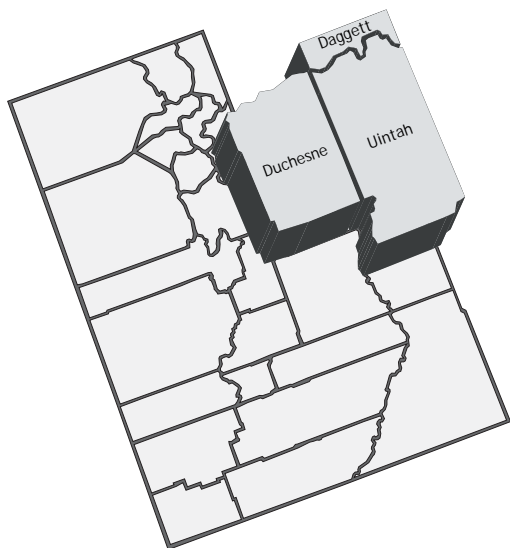
# Workforce News



A quarterly publication of the Department of Workforce Services issued September 2007

**Uintah Basin: Daggett, Duchesne, Uintah**

**jobs.utah.gov**



## Manufacturing in Rural Utah



Inside:

- ✦ Daggett's jobs decreased
- ✦ Duchesne County tops the state
- ✦ Slight slowing in Uintah County's growth



Contact the author, your regional economist, with any questions on content:

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**T**his quarter we turn to an industry that doesn't get much attention in the Basin: manufacturing. While it is true there are few manufacturing jobs in the three counties that make up the Uintah Basin—it makes up roughly two percent of the area's employment—they play an important role in supplying and servicing mining, oil and gas activities. In that sense they are one of the area's hidden gems that is worth investigating.

However, before we explore the makeup of the area's manufacturing industry, a short crash course in the economic hurdles facing manufacturing firms in rural areas is in order. Manufacturing jobs are, on average, higher-paying and skill-intensive, both

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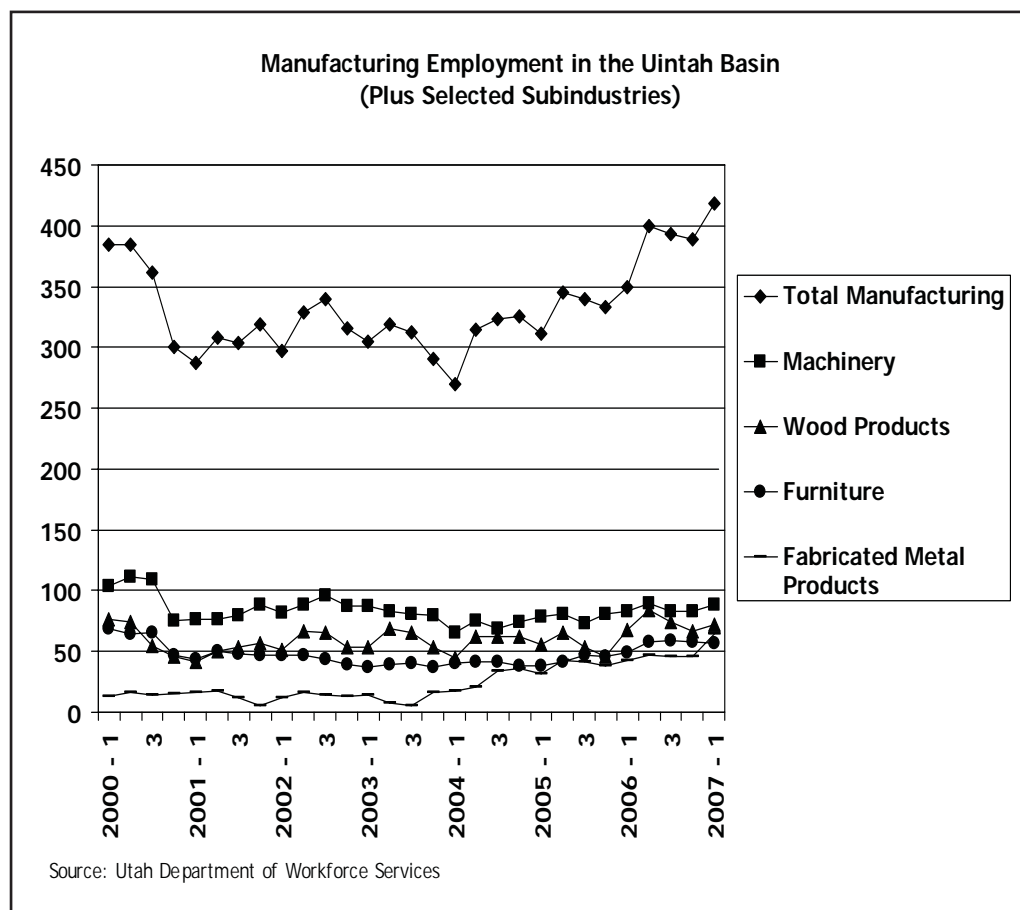
See the wealth of information at our Employer Resource Center Web page: <http://jobs.utah.gov/employer/resource>

# Manufacturing in Rural Utah

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attractive attributes to a rural economy, but they can't simply be willed into existence. With a much lower economic density (which limits local customers and suppliers), higher transportation costs, and limited access to labor, rural areas face hurdles that metro areas never have to confront.

So who are these intrepid local manufacturers daring enough to face these obstacles? Well, for the most part they are firms that work to supply or service the dominant oil and gas industry. In particular, machinery and fabricated metal manufacturing have both seen their fortunes rise as the energy boom has gathered speed. By focusing exclusively on supplying a few local customers, they can overcome the area's low economic density—while the good times roll. Breaking the mold, sawmills, which are export-based, also added employment in the last year.



It is easy to see how difficult rural manufacturing is when we look at employment data over time. Even after pushing various rural manufacturing proposals to one extent or another, the results on the ground have been few and far between. This is not meant to place a nail in the coffin for manufacturing in the region. Rather, policymakers seeking to develop the economies of rural Utah must take stock of past experience and the economic realities on the ground when considering their programs.

## Check it Out

**New** wage data just released. Just log in to: [jobs.utah.gov/wi](http://jobs.utah.gov/wi) and, in the left column, click on Income and Wages.

## Eastern Region Business Services News

jobs.utah.gov

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Lanore Cunningham 435-636-2349

**Resources****Child Care Resource & Referral** 801-355-4847  
jobs.utah.gov/opencms/occ 866-438-4847**Labor Market Info**

Michael Hanni, economist 801-526-9403

**New Hire Reporting**

jobs.utah.gov/newhire 801-526-4361

**Pre-Layoff Assistance**801-526-4312  
jobs.utah.gov/employer/business/prelayoff.asp**UI Tax General Information**800-222-2857  
jobs.utah.gov/ui**DOL Wage/Hour Div.**

801-524-5706

**Utah Labor Commission**

laborcommission.utah.gov 801-530-6801

**State Council on Workforce Services** 801-468-0095

jobs.utah.gov/edo/statecouncil/

**Employer Tax Credit**801-526-9480  
jobs.utah.gov/employer/Business/wotc.asp**Employer 101: Labor Law Training**

jobs.utah.gov/edo/laborlaw

***Learn How to Sell to Government, Military***

As a businessperson, would you like to sell to a customer whose checks are always good? Of course, what company wouldn't! The government and military are ideal customers for Utah companies. Unfortunately, there is a common misconception among many local businesses that selling to the government or military is too difficult and is not worth their time.

If your company sells a product or service to the general population, it is very likely that your same product or service can be sold to the government or military. From engineering, environmental remediation and asphalt services to paper products, aircraft engine parts and high technology support, the Procurement Technical Assistance Center (PTAC) will assist your company in becoming an approved supplier.

Although selling to federal, state and local governments or the military can be complicated, it can also be an avenue of growth for nearly any Utah business. Utah companies are currently selling \$1.9 billion per year in government and military contracts. The potential to add in excess of \$3 billion per year more in sales may be open to any qualifying Utah company.

The Governor's Office of Economic Development invites you to attend the **2<sup>nd</sup> Annual Utah Procurement Symposium** at the South Towne Expo Center, 9575 S. State Street, Sandy, Utah on October 18, 2007 from 7:45 a.m. to 4 p.m.

Training in breakout sessions will be conducted by individuals and panels who will teach Utah company representatives how to market themselves to prime contractors and government agencies, while sharing the successes that are possible for those companies who want to expand their business base. Sponsor exhibits and assistance will be available from the financial community, interested businesses, small business associations, economic development offices, chambers of commerce, as well as military contractors and government offices.

If you want your company to grow in this market you need to register now!

**Cost:** \$50/person for the 1<sup>st</sup> person and \$35/ additional registration from the same company. Fee includes a continental breakfast, lunch, and all the training sessions, exhibits and materials. Registration is available online at [www.goed.utah.gov/PTAC](http://www.goed.utah.gov/PTAC). For further information contact Myrna Hill at 538-8775 or email: [myrna.hill@utah.gov](mailto:myrna.hill@utah.gov).

# Upcoming Events / Seminars

For information about upcoming DWS seminars and workshops, please contact the office nearest you, or <http://jobs.utah.gov/employer/business/workshops.asp>

## Castle Country Economic Summit

September 19-September 21, 2007  
Exhibit Center Carbon County Fairgrounds  
393 S Fairgrounds Rd, Price, Utah

The Emery County Economic Development Council and the Carbon County Economic Development Group will host the 4th Annual Castle Country Economic Summit, September 19 - 21 at the Carbon County Fairgrounds. Many exciting events are planned including classes that offer the opportunity to receive accreditation, informative breakout sessions, our famous dinner and entertainment at the Castle Valley Ranch and North Spring Shooting Range. Don't miss this opportunity to network with local business owners and customers. For information and on-line registration visit Emery County Web Page, visit [www.emerycounty.com](http://www.emerycounty.com).

## Sales and Use Tax Workshop

October 9, 2007  
8:30 am-3:30 pm  
Moab Employment Center 457 Kane Creek Blvd  
Moab, Utah  
Contact Lisa Roman, DWS, at [lroman@utah.gov](mailto:lroman@utah.gov) or (435) 719-2633 for reservations Moab, Utah.

## Small Business Employer/ Withholding Workshop

October 10, 2007  
8:30 am-3:30 pm  
Moab Employment Center 457 Kane Creek Blvd  
Moab, Utah  
Contact Lisa Roman, DWS, at [lroman@utah.gov](mailto:lroman@utah.gov) or (435) 719-2633 for reservations Moab, Utah.

Continuing Education credits are available for CPAs. For more information, see the Tax Commission Web site at <http://tax.utah.gov/training/workshops.html#withholding>.

## Business Symposium

October 16, 2007  
Western Park Convention Center  
302 E 200 South  
Vernal, Utah

The Vernal Area Chamber of Commerce will host the annual Business Symposium on October 16, at Western Park Convention Center. Attend presentations and workshops that will enhance your business and personal skills. Rulon Gardner, 2000 Olympic Gold Medal Wrestler, will be this year's keynote speaker. Call the Vernal Area Chamber of Commerce, 435-789-1352, for information.

## 3rd Annual San Juan Business Expo

February 7, 2008  
Blanding Arts and Events Center  
715 W 200 South, Blanding, Utah

It is not too early to mark your calendars and reserve a booth for the 3rd Annual San Juan Business Expo that will take place February 7th in the Blanding Arts and Events Center. This year's keynote speaker will be George Wright speaking on "Will it Blend? Innovative Marketing Techniques in a New Era." This edgy marketing campaign has generated excitement that has resulted in appearances on the Today Show, iVillage live, multiple local media show across the country as well as articles in the NY Times, Forbes, and Newsweek. "Will it Blend?" marketing campaign has been seen by tens of millions of viewers worldwide, and the numbers continue to build. Don't miss this high energy, entertaining method to tap into the on-line video revolution. that has harnessed the power of personal video websites like YouTube and Revver to deliver unprecedented success in viral marketing.

For further information contact, Tim Chamberlain, DWS, [tchamber@utah.gov](mailto:tchamber@utah.gov) or 435 678-1403

Reminder: The most current employment and wage posters are always available at:  
<http://jobs.utah.gov/employer/resource/posters.asp>



# County News

**Daggett County:** Utah's hidden jewel, Daggett County, posted rather weak first quarter 2007 employment figures. Compared with the same quarter last year, the number of jobs in the county declined from 388 to 363, or a loss of 25 positions. Most of this can be attributed to weak construction employment in January and February. Smaller employment declines were registered in the county's tourism-related industries, although retail trade added a few positions. Good news may be waiting for the county in the second quarter of the year as construction employment took a nice jump in March.

**Duchesne County:** Duchesne County's tremendous employment growth continued apace in the first quarter of 2007. The county posted a 15.8 percent year-over increase in jobs, making it the fastest growing county in the state during the first quarter. This growth continued to be driven by the area's oil and gas industry, which added nearly 411 new jobs over the last year. Other sectors of the local economy were also hot. Construction added nearly 158 jobs over the year, with transportation adding nearly 80 new positions. Nevertheless, growth remains heavily dependent on oil and gas and increases in other industries have not further diversified the local economy.

**Uintah County:** Job growth figures for the county at the center of Utah's energy boom slowed somewhat in the first quarter of 2007. Year-over job growth slowed from 9.5 percent in January to 7.1 percent in March. Since wages in the quarter rose at nearly 11 percent, it is likely the slowdown in employment growth is tied to a very tight labor market. Oil and gas industries once again added the bulk of new jobs over the year. However, strong growth also occurred in a number of other industries. For example, trade and transportation added nearly 303 jobs on their own. A decline in local government employment was attributed to lower Ute Tribe employment.

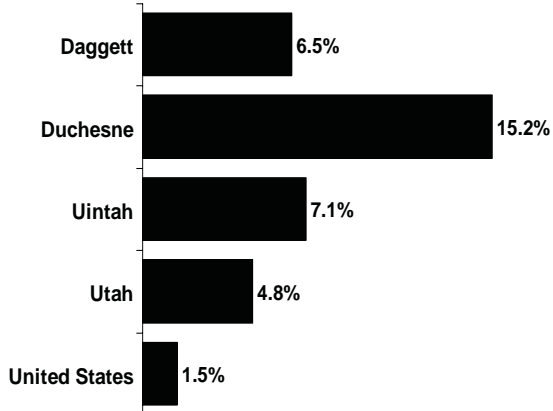
## What's Up?

- ✦ The Interior Department issued an oil shale research lease in Uintah County to Oil Shale Exploration Co. for a 160-acre tract of public land about 50 miles southeast of Vernal. The initial lease term is for 10 years, and the BLM will consider extending that by five years "upon proof of diligent progress toward commercial production."  
- *Deseret News*, June 29<sup>th</sup> 2007
- ✦ Calumet Specialty Products Partners, an Indianapolis-based company, has announced it would work with the Uintah and Ouray Reservation in exploring the feasibility of building a refinery on the reservation. Calumet specializes in processing crude oil into customized lubricating oils, solvents and waxes used in consumer, industrial and automotive products. The company owns three refineries in Louisiana.  
- *Deseret News*, April 4<sup>th</sup> 2007

Uintah Basin: Daggett, Duchesne, Uintah

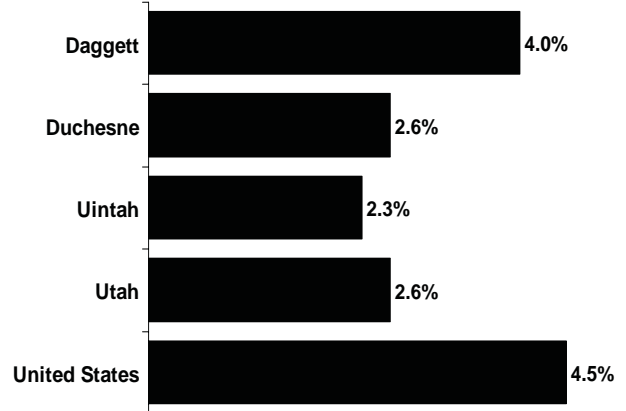
jobs.utah.gov

Year-over Change in Nonfarm Jobs  
March 2006 to March 2007



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

Seasonally Adjusted Unemployment Rate  
June 2007



Source: Utah Dept. of Workforce Services; U.S. Bureau of Labor Statistics.

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